

2020 Report on Giving: Full Survey Compensation Section

The following survey form represents the questions asked in the compensation section of the 2020 AHP Report on Giving Full survey. The data collected will represent results from FY 2019.

Whether you're a returning from last year or have never submit data before, please [sign up to let us know you'd like to participate for 2020](#). The survey will open on Monday, April 6th, 2020 and will close on Friday, July 3rd.

For any questions about the survey, contact us at benchmarking@ahp.org.

SECTION G. EXPENSES

*Would you like to report your expenses in detail or summary?

- Summary
- Detail

*Please provide your expenses below. If you cannot provide expenses broken out, please provide the Total Fundraising Expenses in the last row. **(EXPENSE IN SUMMARY RESPONDENTS ONLY)(COMPENSATION VIEW ONLY)**

Note: Exclude compensation devoted non-philanthropy activities in Total Fundraising Expenses. For example, a foundation CEO who spends 20% of his time on non-philanthropy administration should have 80% of his compensation included in the total.

	Expenses	Number of FTEs
Direct Compensation Expense		
Indirect Compensation Expense		
Non-compensation Expense		
Total Fundraising Expenses		



***Direct Compensation Expenses**

Indicate the number of Direct Fundraising Staff Full-Time Equivalent (FTE), their combined tenure, and the total value of their compensation (including salary, benefits, bonuses, and incentives). **(EXPENSE IN DETAIL RESPONDENTS ONLY) (COMPENSATION VIEW ONLY)**

	Number of Staff	Compensation	Tenure
Chief Philanthropy/Development Officers - System			
Chief Philanthropy/Development Officers - Entity			
Vice Presidents/Directors of Philanthropy/Development			
Annual Gifts Staff			
Major Gifts Staff			
Campaign Gifts Staff			
Planned Gifts Staff			
Corporate/Business/Foundation Gifts Staff			
Governmental Gifts Staff			
Special Event Gifts Staff			
Generalist Gifts Staff			
Other Direct Fundraising Staff			



***Direct Compensation Expenses**

Estimate the percentage of each Direct Fundraising Staff FTEs total time spent on each listed area.

Please ensure that your responses total up to 100% in the last column. **(EXPENSE IN DETAIL RESPONDENTS ONLY) (COMPENSATION VIEW ONLY)**

	Fundraising/Donor Cultivation	Fundraising Administration	Stewardship	Board Management	Prospect Research	Grant Writing	Communications/Marketing/PR	Data Analysis	Data Entry	Other	Non-fundraising Administration	Non-philanthropy	Total
Chief Philanthropy/ Development Officers - System													
Chief Philanthropy/ Development Officers - Entity													
Vice Presidents/Directors of Philanthropy/ Development													
Annual Gifts Staff													
Major Gifts Staff													
Campaign Gifts Staff													
Planned Gifts Staff													
Corporate/Business/ Foundation Gifts Staff													
Governmental Gifts Staff													
Special Event Gifts Staff													
Generalist Gifts Staff													
Other Direct Fundraising Staff													



***Indirect Compensation Expenses**

Indicate the number of Indirect Fundraising Staff Full-Time Equivalent (FTE), their combined tenure, and the total value of their compensation (including salary, benefits, bonuses, and incentives).

(EXPENSE IN DETAIL RESPONDENTS ONLY) (COMPENSATION VIEW ONLY)

	Number of Staff	Compensation	Tenure
Fundraising Support Staff			
Stewardship/Donor Relations Support Staff			
Grant/Proposal Writers			
Prospect Researchers			
Communications/Marketing/Public Relations			
Finance/Accounting			
Operations			
Information Technology			
Data Entry			
Gift Receipting			
Data Manager/Analyst			
Human Resources			
Philanthropy/Development Coordinator			
Executive Coordinator/Administrator/Assistant/Clerical/Secretarial			
Other Indirect Fundraising Staff (describe below)			



***Indirect Compensation Expenses**

Estimate the percentage of each Indirect Fundraising Staff FTEs total time spent on each listed area.

Please ensure that your responses total up to 100% in the last column. **(EXPENSE IN DETAIL RESPONDENTS ONLY) (COMPENSATION VIEW ONLY)**

	Fundraising/Donor Cultivation	Fundraising Administration	Stewardship	Board Management	Prospect Research	Grant Writing	Communications/Marketing/PR	Data Analysis	Data Entry	Other	Non-fundraising Administration	Non-philanthropy	Total
Fundraising Support Staff													
Stewardship/Donor Relations Support Staff													
Grant/Proposal Writers													
Prospect Researchers													
Communications/Marketing/Public Relations													
Finance/Accounting													
Operations													
Information Technology													
Data Entry													
Gift Receipting													
Data Manager/Analyst													
Human Resources													
Philanthropy/Development Coordinator													
Executive Coordinator/Administrator/Assistant/Clerical/Secretarial													
Other Indirect Fundraising Staff (describe below)													



***Non-compensation Expenses**

Please report the non-compensation expenses that are associated with philanthropy.

Please include operating expenses even if your foundation/philanthropy department is not responsible for covering those expenses.

If you cannot report your non-compensation expenses in detail, please report the “Total” in the last field. **(EXPENSE IN DETAIL RESPONDENTS ONLY)**

- Professional fees : _____
- Contracted services : _____
- Travel : _____
- Dues/Subscriptions/Memberships : _____
- Software Subscriptions/Maintenance : _____
- Rent/Occupancy : _____
- Supplies : _____
- Printing, Postage, Mailing : _____
- Other cultivation expenses : _____
- Total : _____

Do you have any comments to explain your data in this section?

*Are you completed with this section?

- Yes
- Not yet

